

Message Text

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60

ORIGIN NEA-12

INFO OCT-01 ISO-00 COME-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 PM-07 TRSE-00 OMB-01 AID-20 IGA-02 L-03 /068 R

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COMMERCE/OIM/NESA-MR. KILLOUGH

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R 281847Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA

INFO CHUSMTM DHAHRAN

SECDEF

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E.O. 11652:NA

TAGS: BPRO, MASS, SA

SUBJECT:US COMPANY BIDS ON SAUDI MILITARY HOSPITALS PROJECT

1. REPRESENTATIVE OF AID/SIYANCO MET MARCH 21 WITH OFFICIALS FROM OFFICE OF SPECIAL TRADE REPRESENTATIVE ASKING FOR USG SUPPORT IN OBTAINING FOR AMERICAN FIRM CONTRACT FOR OPERATION OF THREE SAUDI ARABIAN MILITARY HOSPITALS. BIDS FOR THIS CONTRACT HAVE BEEN SOUGHT BY MEDICAL SERVICES DEPARTMENT, MINISTRY OF DEFENSE AND AVIATION. AWARD DATE IS STATED TO BE ON OR BEFORE MAY 16.

2. AID IS A MAJORITY OWNED AFFILIATE COMPANY OF INA CORPORATION, DESCRIBED AS ONE OF LARGEST INSURANCE-BASED FINANCIAL SERVICE ORGANIZATIONS IN US WITH ASSETS APPROACHING FOUR BILLION DOLLARS. ACCORDING TO COMPANY, AID'S PRINCIPAL BUSINESS IS HEALTH CARE. IT HAS HAD EXPERIENCE IN DESIGN AND CONSTRUCTION 20 SKILLED NURSING FACILITIES AND HAS OPERATED UP TO 26 SUCH FACILITIES. AID/SIYANCO IS JOINT VENTURE CONTROLLED BY AID WITH SIYANCO. CONTROLLING INTEREST IN LATTER IS HELD BY LIMITED OFFICIAL USE

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FRANK E. BASIL COMPANY OF ATHENS, GREECE WITH SAUDI

PARTIES HAVING MINORITY INTEREST.

3. AID/SIYANCO REPS REPORT THAT NUMBER OF BIDDERS ON THIS CONTRACT HAVE BEEN REDUCED TO FOUR: ITSELF, WHITTACKER CORPORATION, (ALSO AMERICAN), SODETEC (FRENCH), AND EURO-16 (BELGIAN). COMPANY CLAIMS THAT COMPETING FRENCH AND BELGIAN BIDDERS ARE RECEIVING ACTIVE SUPPORT OF THEIR GOVERNMENTS WITH SAUDI OFFICIALS.

4. ACTION REQUESTED: WE ASSUME THAT EMBASSY AND USMTM ARE CLOSELY MONITORING STATUS OF THIS TENDER AND WILL DO ALL POSSIBLE TO ENSURE MODA OFFICIALS REMAIN FULLY AWARE OF IMPORTANCE WE ATTACH TO FULL, FAIR, AND NONDISCRIMINATORY CONSIDERATION OF US COMPANY BIDS ON THIS PROJECT. RUSH

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Message Attributes

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